



## *Thinking of Selling?*

*Some auction houses are now taking nearly 50% of gross selling prices.*

*Owners can save this by selling direct to a reputable bookseller – and be paid immediately.*

*Sell with confidence where you see these signs.*

*Owners and executors often assume that selling by public auction will get the best results. But, despite a headline commission rate of about 15%, the auction houses now typically take nearly 50% of what is very often only a wholesale price anyway: as well as vendor's commission, there is the buyer's premium, insurance, illustration charges, and then VAT on top, all this with no guarantee of a sale. Or you could approach a reputable bookseller who is a member of the ABA and therefore governed by a strict code of practice, requiring offers to be fair, informed and honest: no estimates, no hidden charges, no long delays; just good, discreet, honest advice and a fair offer.*